



U.S. Small Business Administration

NEWS RELEASE

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SANTA ANA, CA - Richard Ganulin, chairman and CEO of [Pacific Enterprise Bank](#) in Irvine, has been named Financial Services Champion of the Year by the U.S. Small Business Administration's Santa Ana District Office. Ganulin will be honored, along with other individuals, at the [47th Annual Small Business Week Awards](#) luncheon, June 2nd, at the Embassy Suites Anaheim-South in Garden Grove.

Mr. Ganulin was nominated by Leslieh Claiborne, vice president at Pacific Enterprise Bank.

"The Financial Services Champion must be an individual who embodies the spirit of the SBA program, which is to provide opportunities to entrepreneurs with the ability to create jobs and contribute to our nation's economic prosperity," said Rachel Baranick, Deputy District Director. "Mr. Ganulin has represented that spirit tremendously and is deserving of the recognition," she added.

Those who know Ganulin would describe him in two ways- very competitive and passionate about helping small businesses. Ganulin's competitive nature is what helped him earn a baseball scholarship to UCLA and a contract to play with the then-named California Angels. That same competitiveness coupled with his desire to help small businesses has led to a long and successful career in banking.

Ganulin played professional baseball while attending California State University, Long Beach, earning his MBA in 1971. Ganulin began his banking career with Security Pacific Bank where he was assigned to various branch assignments throughout western Los Angeles County. In 1982, Ganulin landed an executive position as chief credit officer of a newly formed bank in Huntington Beach called Liberty National Bank. The bank became one of the leading providers of SBA loans in the county under Ganulin's guidance.

After the sale of Liberty National, Ganulin was instrumental in raising capital to start his own bank, Pacific Liberty Bank in Huntington Beach. The bank grew to \$150 million in assets in six years and was sold to Pacific Western Bank in 2005. While early investors in Pacific Liberty saw their investment nearly quadruple, Ganulin once again had to reinvent his banking career.

Shortly after the sale of Pacific Liberty Bank, Ganulin was introduced to a young, dynamic banker named Brian Halle. Ganulin and Halle joined forces to establish Pacific Enterprise Bank, with Ganulin serving as chairman and CEO and Halle as president. The Irvine-based bank opened for business in April 2007, after nearly \$30 million of capital was raised in 60 days the year before. The bank's target market is small and medium size family-owned businesses throughout the southern California region.

Ganulin knew the bank would need to partner with the SBA in order to effectively serve the needs of their target market. Pacific Enterprise became an SBA lender and quickly rose through the ranks to become a top lender in the district. The bank made 14 SBA loans for almost \$5 million in total for fiscal years 2007 and 2008. They increased activity to 24 SBA loans for \$11.5 million in fiscal 2009.

Ganulin and his team have produced 32 SBA loans for more than \$22.5 million in just the first half of fiscal 2010. During Ganulin's 40 year banking career, he has approved and funded approximately \$500,000,000 in SBA loans.

Ganulin was an early supporter of the National Association of Government Guaranteed Lenders, a key advocacy group for small businesses and government-guaranteed lenders. He is a member of the California Bankers Association's Political Action Committee and has spent many years meeting with elected officials to support small business and community banking initiatives. Ganulin has mentored many employees who have prospered at other financial institutions and produced large volumes of SBA loans.

Ganulin is also proud to serve the community in other ways. He has served as a board member for the Huntington Valley Boys & Girls Club and Golden West College's Foundation. Ganulin is also a member of Rotary International and received the 'Advancing the Status of Women' award from Soroptimist International of Huntington Beach in 2004.

Ganulin remains active in baseball, while at the same time, enjoying quality time with his family. He has coached his grandkids in the Irvine Pony League for the last ten years, coaching with his son-in-law. His daughter is the team mom and his wife, Karen, is the scorekeeper. He and Karen live in Tustin Ranch.

Every year since 1963, the President of the United States has proclaimed National Small Business Week to recognize the contributions of small businesses to the economic well-being of America. Small businesses are major contributors to the strength of the American economy. More than half of Americans either own or work for a small business. Sixty to eighty percent of new jobs in the country are created by small businesses. The SBA recognizes this special impact made by outstanding entrepreneurs and small business champions during festivities in Washington, D.C. in May and locally at the 47th Annual Small Business Week Awards on June 2nd in Garden Grove.

Registration for the awards luncheon is available at www.2010smallbizweek.eventbrite.com.

National Small Business Week information is available at www.nationalsmallbusinessweek.com.

Additional information about the 47th Annual Small Business Week Awards luncheon is available by contacting christopher.lorenzana@sba.gov or 714.560.7453.

Information about the U.S. Small Business Administration is available at www.sba.gov.